

Message Text

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ORIGIN AF-06

INFO OCT-01 EUR-12 ISO-00 EB-07 COME-00 OPIC-03 CIAE-00

INR-07 NSAE-00 RSC-01 INRE-00 XMB-02 SS-15 SP-02

PRS-01 USIE-00 OMB-01 CIEP-01 TRSE-00 /059 R

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OPIC(INFO)

EXIMBANK (INFO)

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FM SECSTATE WASHDC

TO AMEMBASSY KINSHASA IMMEDIATE

INFO AMEMBASSY PARIS IMMEDIATE

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E.O. 11652: N/A

TAGS: EIND, CG, FR, US

SUBJECT: COLLINS RADIO: ZAIRE EDUCATIONAL T.V. PROJECT

1. COLLINS WASHINGTON REP LASLEY REPORTS RECEIPT JANUARY 9
OF FOLLOWING MESSAGE FROM COLLINS PARIS OFFICE: QTE

A) MR. ABELIN, MINISTER FOR COOPERATION WTHH FRTCAN
STATES WILL DEPART PARIS JANUARY 9 TO MEET WITH MOBUTU
ON JANUARY 10. PURPOSE OF VISIT TO ARRANGE GISCARD
D'ESTAING'S VISIT TO ZAIRE IN A VERY NEAR FUTURE.

B) IT IS CONFIRMED THAT UNDER THOMSON-CSF AND TELSPACE
PRESSURE, ABELIN HAS REQUESTED FROM SOFRECOM A MEMORANDUM
CONCERNING THE EAGLE PROJECT IN ORDER TO TRY TO BRING THE
BUSINESS BACK TO THE FRENCH BY BRINGING COMPLETE
FINANCIAL PACKAGE INCLUDING AMOUNT OF DOWNPAYMENT PROVIDED
BY LOW-INTEREST LONG-TERM FRENCH GOVERNMENT LOAN TO ZAIRE,
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NO DOUBT WILL PUT ALL POSSIBLE POLITICAL PRESSURES TO GET

DECISION REVERSED IN THEIR FAVOR.

C) TO COUNTERACT, SUGGEST POLITICAL ACTION ALSO BE
STARTED BY STATE DEPARTMENT THROUGH U.S. AMBASSADOR, AND
MORE IMPORTANT FIND A WAY TO OBTAIN MINIMUM EXIM OR OTHER
SOURCES LOAN TO PERMIT US TO START BUSINESS. TIME IS
NOW A MATTER OF FEW DAYS AND THERE SHOULD BE A MEANS TO
HAVE US OFFICIALS ADMIT THAT A DECISION REVERSAL WOULD BE

A SLAP ON THE FACE UNQTE.

2. AS EMBASSY KNOWS, COLLINS HAS A SIGNED CONTRACT FOR
EDUCATIONAL T.V. PROJECT BUT HAS BEEN UNSUCCESSFUL THUS
FAR IN FINDING FINANCING. BASED ON RECENT DISCUSSIONS,
LASLEY SEES NO HOPE OF GETTING EXIM TO RECONSIDER
(NOR DO WE). COLLINS STILL HOPES GOZ WILL FIND ITS
WAY CLEAR TO COMMIT COPPER PRODUCTION AGAINST COMMERCIAL
LOAN (WE MENTIONED EXIM'S CONCERN ABOUT ARRANGEMENTS OF
THIS SORT) AND IS ALSO EXPLORING POSSIBILITY OF OPIC
SUPPORT, ABOUT WHICH LASLEY EXPECTS ANSWER BY END JANUARY;
HE PUTS CHANCES AT 50/50. AS DESCRIBED BY LASLEY,
ARRANGEMENT PROPOSED TO OPIC WOULD INVOLVE SETTING UP A
LEASING COMPANY IN ZAIRE, GUARANTEED ON AN INVESTMENT
BASIS BY OPIC, WHICH WOULD BORROW MONEY FROM COMMER-
CIAL BANKS TO PAY COLLINS AND THEN RECEIVE PERIODIC LEASE-
PURCHASE PAYMENTS FROM GOZ SUFFICIENT TO SERVICE ITS DEBT.
THIS WOULD COVER ONLY U.S.-PROCUREMENT PORTION OF CONTRACT
(ABOUT 30 MILLION DOLLARS).

3. DEPT ASSURED LASLEY THAT IT WOULD PASS ON PARIS
OFFICE MESSAGE AND WOULD REQUEST EMBASSY TO DO WHATEVER
IT COULD TO PROTECT COLLINS' POSITION BUT WARNED THAT
THERE SEEMED TO BE LITTLE EMBASSY COULD DO TO HELP IF
COLLINS UNABLE ARRANGE COMPETITIVE FINANCING. KISSINGER

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